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Singapore: Australian company LINK Healthcare, a pharmaceutical and medical technologies firm, is expanding its operations in Australasia, Asia and Africa.

LINK has completed a series of acquisitions and agreements to emerge as a multinational with annual sales approaching $100 million and more than 125 employees. One such deal is the merger and acquisition agreement with South Africa's Equity Pharma, a strong brand in southern Africa. Its business is focused on specialty medicines and specific generic medicines (such as HIV medicines) and specialist medical technology products.

Executive Chairman of LINK Healthcare Mr John Bacon said, "This acquisition is particularly pleasing because South Africa's pharmaceutical sector is increasingly being supported by government with strong growth anticipated for the foreseeable future."

LINK's business model is focused on marketing specialist prescription pharmaceutical and medical technology products obtained either by acquisition from multinational companies or by in-licensing from mid-sized innovative companies who are attracted to the geographical areas covered by LINK.

LINK also recently established an Asian base in Singapore to commercialize its first product contracted for Asian markets. In October 2011, LINK was granted a licence by US firm Salix Pharmaceuticals to market Relistor (methylnaltrexone) in Australia, New Zealand, South Africa and Asia. The newly established Singapore office is handling all commercial operations in the Asian region, currently centred on Singapore, Malaysia, Hong Kong, Thailand and the Philippines.

In addition, LINK has made a successful bid for the pharmaceutical distribution assets of the RHC company in Tokyo which will trade as the Japanese Branch Office of LINK Healthcare. Japan is the second largest market for pharmaceuticals in the world after the USA, accounting for 11.2 percent of the global pharmaceutical industry.

"We are delighted to have Equity and RHC incorporated into our group and we expect to sign several agreements in the coming months to expand the distribution of existing products across the company's whole footprint. The fact that our existing partners have been quick to recognize our new regional capability and our ability to offer wide access to the leading new economies of the world is a great endorsement for our expansion plans," said Mr Bacon.

The LINK group now controls advanced regional distribution facilities in Australia, South Africa and Singapore with satellite offices in Japan, New Zealand and Hong Kong.